

Message Text

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UNCLAS PARIS 11110

FOR BIC/OIM/MRD-CODE 2L6

E.O. 11652: N/A

TAGS: BEXP, FR

SUBJECT: GLOBAL MARKET RESEARCH: AVIONICS AND AVIATION
SUPPORT (AAS) EQUIPMENT.

REF: A. PARIS 10758

B. STATE 073827

C. STATE A-2719

1. FOR SUBJECT RESEARCH WE CONTACTED 23 POTENTIAL CONTRACTORS. SEVEN ATTENDED EMBASSY BRIEFING, OF WHICH SIX SUBMITTED PROPOSALS AIRMAILED BY APO TO COMMERCE MAY 3. AS REQUESTED IN REF. C., OUR SUMMARY AND COMMENTS FOLLOW:

A. CICEM, S.A. ACCORDING EMBASSY INFO, THIS FIRM APPEARS TO BE SPECIALIZED MOSTLY IN RESEARCH IN EDUCATION AND TRAINING FIELDS, ALTHOUGH IT DID UNDERTAKE SOME INDUSTRIAL STUDIES. COST OF PROPOSAL FOR FRANCE FF26,000 OR \$4,800, EXCLUDING TAXES-HENCE COST SHOULD BE RAISED BY ABOUT 20 PERCENT. 25 INTERVIEWS WITH APPROPRIATE GROUPS. NO PREVIOUS SURVEYS IN THE AVIATION FIELD. WILL MEET FINAL REPORT DEADLINE.

B. DELTA INTERNATIONAL. BECAUSE OF HIGH PRICE, \$41,000, OBVIOUS THIS FIRM'S PROPOSAL CANNOT BE CONSIDERED.

C. DIEBOLD EUROPE, S.A. PROPOSAL LIMITED TO FRANCE.

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COST FF26,750 (ABOUT \$5,515). MINIMUM OF THIRTY INTER-

VIEWS. FINAL REPORT TO BE SUBMITTED ELEVEN WEEKS AFTER CONTRACT SIGNATURE, ABOUT ONE WEEK BEYOND CURRENT DEADLINE OF AUGUST 2. SPECIFIC MILITARY PRODUCTS AS WELL AS REPAIRS AND SPAREPART PURCHASES WILL BE EXCLUDED, WHEN POSSIBLE.

D. SEMA. PROPOSAL LIMITED TO FRANCE. COST FF23,400 (ABOUT \$4,825). TWENTY INTERVIEWS. RESEARCH TEAM HEADED BY EXPERIENCED ENGINEER. PROPOSAL SKETCHY.

E. T.M.O. CONSULTANTS. TWO OF T.M.O. PRINCIPALS FORMALLY WITH B.M.O., WHICH KNOWN TO COMMERCE. PROPOSAL LIMITED TO FRANCE. COST FF16,000 (ABOUT \$3,300). TWENTY INTERVIEWS. IMPORTS WILL BE GIVEN FOR SIX DIGIT BTN. FINAL REPORT SUBMITTED TWO WEEKS BEYOND CURRENT DEADLINE. HAS NOT DONE RESEARCH ON AVIONICS PER SE, BUT EXPERIENCED IN WIDE RANGE OF RESEARCH TOPICS.

F. JC WECKEL. PROPOSAL FOR FRANCE AND SWITZERLAND. COST FOR FRANCE FF30,000 (\$6,159), FOR SWITZERLAND FF27,000 (\$5,543), TEN PERCENT DISCOUNT FOR BOTH, FF51,300 (\$10,532). 25 INTERVIEWS FOR FRANCE AND 22 FOR SWITZERLAND. WECKEL'S PREVIOUS WORK UNKNOWN TO US. IT HAS NOT DONE RESEARCH IN AVIONICS. WILL MEET CURRENT DEADLINES.

2. COMMENT. A. NONE OF PROPOSALS CONTAINED ALL THE INFORMATION REQUESTED BY COMMERCE. HOWEVER, DOCUMENTS GENERALLY ADEQUATE TO MAKE PRELIMINARY JUDGEMENT.

B. TWO PROPOSALS MERIT CONSIDERATION, THAT OF DIEBOLD (\$5,515) AND T.M.O. (\$3,300). (SEMA (\$4,825) HAS EXTENSIVE CAPABILITIES, BUT PROPOSAL TOO SKETCHY). BOTH DIEBOLD AND T.M.O. HAVE DONE SATISFACTORY WORK BEFORE. THEY ARE EXPERIENCED AND RESPONSIBLE. WHILE T.M.O. IS LOW BIDDER AND PROBABLY WILL DO ACCEPTABLE JOB, WE INCLINED TO PREFER DIEBOLD, WHICH APPEARS TO CONTEMPLATE A MORE THOROUGH STUDY.

3. NEGRETTI REPORT (REF. C) NOT RECEIVED.

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